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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. CII.

NEW YORK, AUGUST 26, 1922

No. 9

PICKING WINNERS WITH MAJOR MILES

L. B. YATES



A good old horse-racing, cock-fighting, julep-drinking Southern sport. Everybody laughs with him and loves him.

Price, \$1.75

Mr. George Horace Lorimer has written his only preface for this delightful work of fiction. Just ready.

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Childhoods Big Book Event Is The Annual OZ Book

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[In 4 colors]

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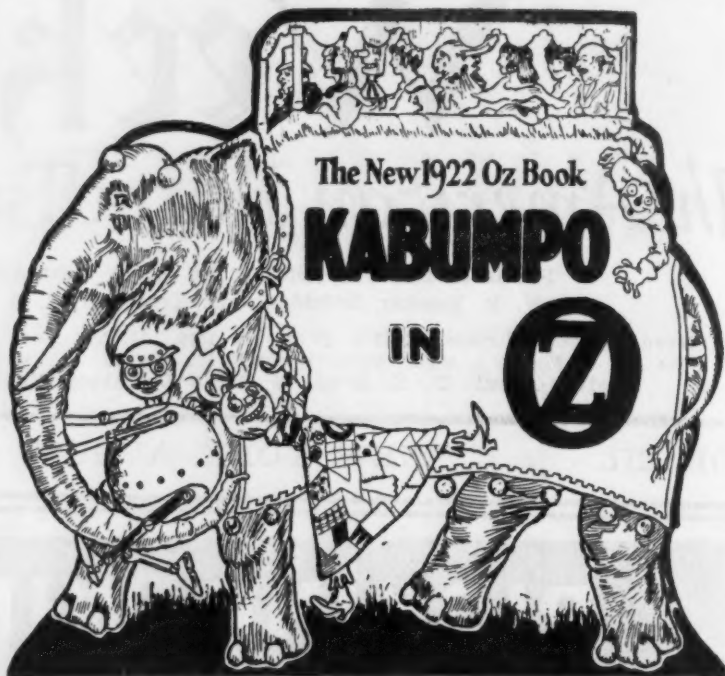
Oz Book

Size 21 by 24 inches

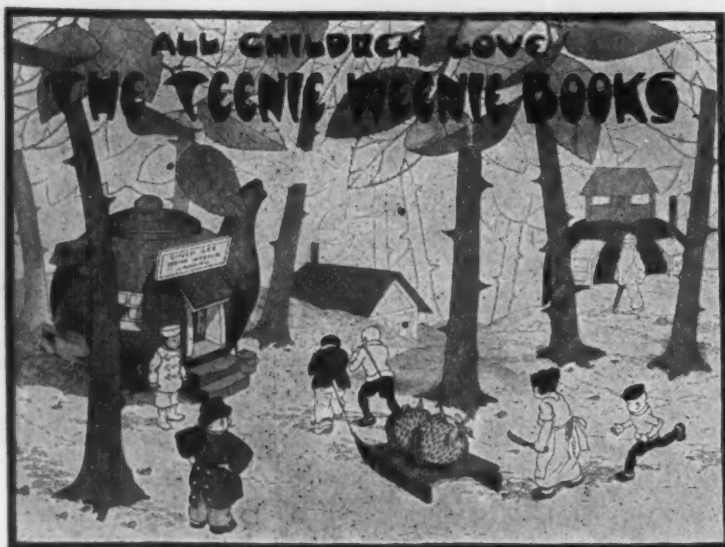
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| 3 Dorothy and the Wizard in Oz. | 8 The Scarecrow of Oz. | 13 Glinda of Oz. |
| 4 The Road to Oz. | 9 Rinkitink in Oz. | 14 The Royal Book of Oz. |
| 5 The Emerald City of Oz. | 10 The Lost Princess of Oz. | 15 Kabumpo in Oz. |



Poster

[In 4 colors]

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Weenie
Book**

Size 15 by 21 inches

*The Books the
Children Are Asking
for*

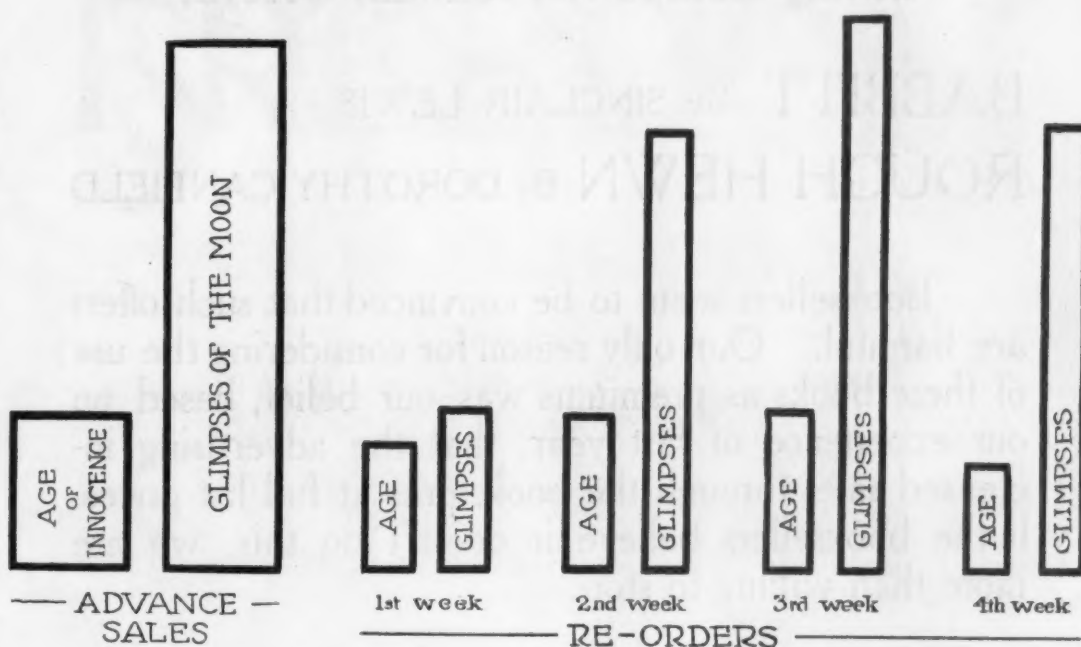
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| 3 The Teenie Weenies, Under the Rose Bush. |

REILLY & LEE CO.
PUBLISHERS CHICAGO

RE-ORDERS show what the PUBLIC wants

clever salesmen can put huge stocks of a book on the retail booksellers' counters. But the public makes its own choice. The book the public wants is the one the bookseller sells out quickly and has to re-order again and again. Everybody knows that Edith Wharton's prize winning novel, "The Age of Innocence" had a remarkable sale. Here is a comparison of the sales for the first four weeks of "The Age of Innocence" and Mrs. Wharton's new and greater triumph, "The Glimpses of the Moon."



Several booksellers, starting with huge advance stocks have sold out and reordered as many as six times. More than 50 have re-ordered from three to five times. Over 400 leading dealers have re-ordered twice. All in the *first month* of publication.

THE GLIMPSES OF THE MOON

is the public's choice this season. In a nation of novel readers Mrs. Wharton has indeed aroused an intense desire to look beyond the glamour and glitter of modern society and to see actually the lives, the aspirations, the diversions and the futile, but furious existences of fortune's favorites. Here, indeed is "the mirrors of Fifth Avenue," with all its startling reflections. \$2.00

The Fastest Selling Novel

D. APPLETON & COMPANY, Publishers
New York London

An Open Letter to the Trade :

New York, August 21, 1922

We have withdrawn from the Curtis Publishing Company Premium Offers:

BABBITT By SINCLAIR LEWIS

ROUGH HEWN By DOROTHY CANFIELD

Booksellers seem to be convinced that such offers are harmful. Our only reason for considering the use of these books as premiums was our belief, based on our experience of last year, that the advertising increased sales through the bookstores at full list prices. If the booksellers believe it doesn't do this, we are more than willing to stop.

Our salesmen made the original arrangement in good faith and with our full knowledge. If these premium offers are a bad thing, they are bad this year, and since enough booksellers seem to think them bad for their business, we are glad to say we will stop them at once, and do it now. **So we have, to-day, arranged with the Curtis people to cancel the arrangement for their use of these titles.**

We have the two big novels of the fall—we hope you will get your share of the large business there is to be done on these titles. They are the best books these authors have written.

HARCOURT, BRACE AND COMPANY

READY NEXT FRIDAY

The Outstanding Novel of the Year

THIS FREEDOM

By

A. S. M. HUTCHINSON

Author of

IF WINTER COMES

Latest Revised Figures: Two weeks ago we told you that 53% of the representative American booksellers who had sent us their opinions believed that THIS FREEDOM would outsell "If Winter Comes." A last minute analysis shows that these figures should now be revised from 53% to 71%!

Early British Reviews: THIS FREEDOM was published in Great Britain on July 25th, and was reviewed by almost all of the leading British newspapers on the day of publication. Note the general tenor of the following reviews:

"An equally interesting novel with 'If Winter Comes' . . . in fact, another genuine triumph."—*Clement K. Shorter in The Sphere, London.*

"A stronger and better book than 'If Winter Comes.'"—*London Daily Telegraph.*

"A worthy successor to 'If Winter Comes.'"—*The London Daily Mail.*

"A greater book than 'If Winter Comes' in every way."—*Claudius Clear in The British Weekly.*

"A great work, one to read, and reread, and read again."—*London Daily Graphic.*

"A worthy follower of 'If Winter Comes.'"—*The Westminster Gazette.*

"A better book in every way than 'If Winter Comes.'"—*Glasgow Evening Citizen.*

"A thoroughly sound piece of work and full of human interest."—*The Pall Mall & Globe, London.*

Have You Ordered Enough Copies? Our advance advertising campaign has created a great demand for THIS FREEDOM, and many dealers have already taken advance orders for a large proportion of their stock. Remember that your window display on publication date is sure to bring a prompt response.

The BEST Seller of the Autumn

Cloth, \$2.00. Pocket Edition, full flexible leather, \$2.50

Boston LITTLE, BROWN & COMPANY Publishers

Autumn



Announcements

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CONNECTICUT522 FIFTH AVENUE
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YALE UNIVERSITY PRESS

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are offered:

40% on fifty copies
 33⅓% and 7½% on twenty-five copies
 33⅓% and 5% on five copies
 33⅓% on pick-ups

THE EVOLUTION OF MAN

Sigma xi Lectures Delivered at Yale University, 1921-1922.

CONTENTS: The Antiquity of Man, by Richards Lull; The Natural History of Man, by Harry B. Ferris; The Evolution of the Nervous System of Man, by George H. Parker; The Evolution of Intelligence, by James R. Angell; Societal Evolution, by Albert G. Keller; The Future of Evolution, by Edwin G. Conklin.
 With many maps, charts and illustrations.
 Price \$3.00. (Oct. 25).

CLIMATIC CHANGES

Their Nature and Causes

By ELLSWORTH HUNTINGTON,

Author of "Civilization and Climate," "World-Power and Evolution," etc., and Stephen Sargent Visher, Associate Professor of Geology in Indiana University.
 With many charts and illustrations. Price \$3.50. (Sept. 27).

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A companion volume to "The Reign of Relativity," applying the general principles set forth in that remarkable volume.
 302 pages. Price \$4.00. (Aug. 23)

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A mercilessly skeptical criticism of some of the ideas which have become part and parcel with modern consciousness.
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AFTER LIFE IN ROMAN
PAGANISM

By FRANZ CUMONT,

Author of "Oriental Religions in Roman Paganism," etc. Formerly Professor in University of Ghent.

A fascinating account of the cults, beliefs, and religious practices of pagan Rome.
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CORRESPONDENCE OF JAMES
FENIMORE-COOPER

Edited by his grandson, James Fenimore Cooper.

Of outstanding importance, both because it is the first published collection of Cooper letters, and because the letters, themselves, are as interesting as they are spicy.

Two volumes. Illustrated. \$7.50 the set.
 (Oct. 25).

YANKEE NOTIONS

By GEORGE S. BRYAN

These diverting poems are by none other than the G. S. B. who, by his initials, is known to thousands through his association with F. P. A.'s column in the New York Tribune.
 Price \$1.25. (Sept. 27).

SONGS FOR PARENTS

By JOHN FARRAR

A new edition of this charming volume of poems by the editor of *The Bookman*.
 Price \$1.25. (Ready)

AN INTRODUCTION TO THE
PHILOSOPHY OF LAW

By ROSCOE POUND,

Dean of the Harvard Law School.

The Storrs Lectures delivered before the Law School of Yale University, 1921-1922.
 307 pages. Price \$2.50. (Ready)

LIBERTY UNDER LAW

By WILLIAM HOWARD TAFT

An interpretation of the Principles of Our Constitutional Government.
 Price \$1.00. (Ready)

THE FORTUNATE DAYS

By ETHEL M. GATE

A new volume for the youngster of from six to twelve by the author of "Broom Fairies" and "Tales from the Secret Kingdom."

With many illustrations by Vianna Knowlton.
 Price \$2.00. (Nov. 1)



News of some
AUTUMN BOOKS

¶ We have made a large first printing of Benét's *Young People's Pride* and our salesmen's preliminary orders show us to be entirely justified. We suggest that you watch stock on this title carefully as its early publication will necessitate quicker re-orders. *Down the River* has created quite a little stir. We are purposely holding off bringing this out until September 9th as the interest already aroused from the copies which we are distributing to several influential people will give it unusual sale's activity at publication time. *The Island God Forgot* is a novel of adventure and mystery—a top-notch story of this type. It will have a popular sale. The jacket is excellent. The book's appeal will be capitalized by advertizing to fit its type of reader. William McFee's introduction to *Ocean Echoes* is bound to give it a good start immediately. This unique autobiography will be added to the select list of sea classics.

¶ In September bear in mind Benchley's new book, and then, too, all Freud enthusiasts will be waiting for the imposing *Outline of Sex* which should solve all ununderstandable inhibitions.

HENRY HOLT & CO.

BOOTH 78

When in Boston visiting the Graphic Arts Exposition be sure to visit Booth 78 and witness in actual demonstration the process that has revolutionized a craft.

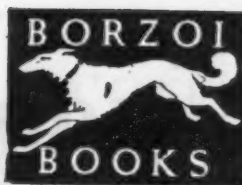
We will have a stamping press installed and will demonstrate for the public the working qualities of Alchemic Gold.

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was recently selected as one of America's five greatest writers by "The Literary Digest"—the *only woman* author to be so honored. (Joseph Hergesheimer was first on the list, and Miss Cather fourth). Burton Rascoe in last Sunday's New York *Tribune* called her "the one woman writer of indubitable genius that we have."

ONE OF OURS

25,000**copies****already****printed**

her first novel in four years, is eagerly awaited by the thousands of admirers of *My Antonia*—which, by the way, includes most of the booksellers of the United States. A vast audience must inevitably read **ONE OF OURS** in addition, because its canvas is bigger than any Miss Cather has attempted before. Its appeal is honestly to the heart of America—to "*a hundred thousand American homes.*"

ONE OF OURS

will be reviewed in *The New York Times* and in the Literary Review of *The New York Post* by eminent American novelists in the "100,000" class, who themselves have new novels scheduled for publication this Fall. These reviews and others, are sure to create discussion and sales.

ONE OF OURS

will be published September 8. The first edition will consist only of 345 numbered copies as follows: thirty-five on Imperial Japan Vellum (\$25 net); and 310 copies on Perusia hand made Italian paper (\$10 net). Each copy is signed by the author. Second and subsequent editions, cloth, \$2.50 net.

N.B. A handsome photograph of Miss Cather, mounted, 8 x 10, has been prepared in a limited quantity for dealers' window display. Copies will be sent while they last at half cost, 40 cents each.

In Canada, all Borzoi Books can be obtained from the Macmillan Company of Canada, Ltd., St. Martin's House, Toronto



NORTHCLIFFE

BRITAIN'S MAN OF POWER

Alfred Harmsworth, owner of the *London Times* and other newspapers reaching millions of people daily, former Chairman of the British Mission to the United States, England's exponent of "the big stick" and the very apostle of efficiency, was one of the most picturesque of the world's self made men. W. E. Carson has written a biography which is not only an inspiration to all with red blood in their veins, but a record of achievement destined to outlive this generation. Northcliffe's rise to power reads like a romance.

THE MAN WHO DID THINGS

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THE MAN WHO Was Aggressively American in His Methods

THE MAN WHO Was Hated and Feared by the Kaiser

Brooklyn Eagle—"The most commanding figure in the Empire."

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Illustrated, \$2 net

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Northcliffe
Facsimile signature

IT is well worth your while to read Sophie Kerr's latest novel, **ONE THING IS CERTAIN**. But it is well for you to understand beforehand that here is no mere sentimental love story, but a powerful and oftentimes startling study of a group of people truly representative of a certain phase of American life. The tragic clash of inexperience and pride, the vivid study of American youth handled with deftness and understanding—the whole against a background of custom and tradition distinctly our own—in these you will find the strength of Sophie Kerr's first novel since **PAINTED MEADOWS**. As for the title; "One thing is certain and the rest is Lies; the Flower that once has blown forever dies."

Published August 31.

Net \$1.90.



August 25 STOKES Publications

JUDITH OF THE GODLESS VALLEY

By HONORÉ WILLISIE

Author of "*The Enchanted Canyon*," etc.

Two Large Printings before publication were needed to take care of advance orders for this strongest and best romance Mrs. Willsie has written of the West. Watch our advertising! We shall spend more money and effort on this book than on any other Willsie novel and as much as we have ever spent on *any* novel. \$2.00

NORTHWEST!

By HAROLD BINDLOSS

Author of "*The Man from the Wilds*," etc

Another of the always popular Bindloss novels of the Canadian Northwest—full of stirring out-door adventure and wholesome romance against a background of snow-capped mountains and pine forests. *A splendid companion for the week-end traveler!* \$1.75

MARTIN PIPPIN IN THE APPLE ORCHARD

By ELEANOR FARJEON

Your discriminating customers—those for whom you save the very choicest books of the season—are the ones for this gay tale of love laughing at locksmiths, full of delicious humor. The author is a granddaughter of Joseph Jefferson. J. D. Beresford writes a splendid introduction. \$2.50

THE HOME LIFE OF SWINBURNE

By CLARA WATTS-DUNTON

An intimate record of the thirty years which Swinburne spent with Theodore Watts-Dunton, written by the widow of the famous critic, who, as the *Boston Transcript* says, "is peculiarly fitted to set the world aright upon many disputed points." \$4.50

PASTEUR

By DR. L. DESCOUR

A readable, complete story of Pasteur's life-work and the many scientific discoveries for which he is famous. The *British Weekly* calls this book "*one of the noblest biographies in the language.*" \$5.00

What Philadelphia is doing, as reported by the PHILADELPHIA RECORD:

"Mrs. Burnett's *ROBIN* is running nip and tuck with the Wharton story. Gimbel's reports it ahead, Jacobs second, Campion's the same, Wanamaker's third and Strawbridge's second. The vogue of *ROBIN* has increased the call for 'The Head of the House of Coombe,' according to the booksellers." Philadelphia's report is typical of the country. *ROBIN* is in its Third Large Printing. \$2.00

Publishers FREDERICK A. STOKES COMPANY New York

The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leyboldt

August 26, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Kelly Bill Improved

THE sponsors for standardized price legislation have taken advantage of many expert criticisms of the Kelly Bill as heretofore presented, and the new Congress will be called upon to consider it, according to Edmund A. Whittier of the Fair Trade League, in an improved form. This form has been drafted in conference with the Department of Commerce and has, according to Mr. Whittier, the backing of Secretary Hoover.

An important change is the elimination of all detail of registration, simplifying the bill to about a third of its old length. As it will stand revised, the manufacturer who is interested to standardize the selling price of his product for the retail market shall print or stamp permanently upon the article the retail price. This having been done, selling these goods at another figure in retail channels can be complained about as against national statutes at the hearings of the Federal Trade Commission in the same way that any unfair business practice can be complained against. If for good reasons the retailer wishes to close out stock on hand, he has simply to notify the manufacturer, and, not hearing from him, the stock on hand can be closed out as he sees fit.

This simplification of the bill eliminates several features whose application to books have been extremely puzzling to the publishers, as the registration of several thousand books a year is quite a different matter from registering one new patent on a safety razor every ten years, and the red tape of handling ultimate clearance has been simplified to the last degree. Behind this bill the publishers and retailers can and do rally, and if it can be passed as other legislation supporting higher business standards has been passed, the book-trade can find a firm path out from its worst handicap.

Charles E. Butler of the Booksellers' Board of Trade is carrying on the fight and should

have voluntary help from as many book-sellers as possible. We are printing on another page a full page statement from Mr. Butler, in which he asks for volunteers for local work in every state in the Union.

Senate Finishes Tariff Bill

THE Senate debate on the tariff closed with the discussion under great pressure on Saturday, August 19th. There were no further changes made in the later sessions other than those indicated in the record printed in the PUBLISHERS' WEEKLY, August 12th, and these rates will now go into the conference between the House and the Senate.

Differences were introduced by the Senate over the House bill, but it is believed that the Senate schedules are likely to carry in the conference, where attention will be much more generally directed to more debatable subjects. It is not thought that the House will again go back to putting rare books and foreign language books into the dutiable class as it had originally planned, and, as the duties on new books and bindings seem adequate to cover all reasonable needs of the American industry, there would not seem to be any special argument that would change the situation.

The fact that book bindings are now taxed separately and at a higher rate than books will cause confusion at the Custom House, and the invoicing of volumes in leather bindings from England will have to be done carefully in order to indicate what part of the value is book and what part binding. There will also be the difficulty of knowing whether a book has been bound more or less than twenty years, as good leather bindings show little wear, and there is no dating to follow as there is in books.

Respect For Publication Dates

MANY times we have had occasion to emphasize the peculiar importance in the book-trade of carefully respecting announced publication dates. A letter printed in this issue from Harcourt, Brace & Company explaining their difficulty with regard to "Babbitt" and the lack of co-operation from a prominent retailer brings the subject again to the front.

There are several varieties of merchandise that require trade co-operation in order that no dealer shall take unfair advantage by advance sale. This situation exists in the release of prominent films, in the marketing of new

musical records, the releasing of important news stories to the papers and in the displaying of monthly magazines. The importance of a real respect for this feature of marketing is very generally recognized, and any breakdown of this method in the book field shows a lack of business conscience and of business vision on the part of the retail bookstores.

Too early release by accident is bound to happen occasionally when some receiving clerk does not notice the announcement on the bill or a too energetic fiction manager puts books on the counter which were intended to be held in the bin for a while, but such unintentional things can straighten themselves out. When one bookstore fails in such observance, however, and another follows, both are equally culpable, as two wrongs cannot make a right. Sometimes retailers take too much from hearsay and think others have broken the publication date when such is not the case.

With the generally troublesome conditions in freight deliveries which are existing today and are likely to increase in the fall, it will be impossible for important books to reach distant points in the country without early shipments, and this means that many dealers will get the books before others, the large cities probably being the last to be served, as delivery conditions are more normal there. This will put a new strain on the good sense of such retailers as are likely to be overborne by their competitive instincts, but it is to be hoped that this first example will not be followed by any epidemic of this short-sighted practice.

Underwriting Editions

ONE of the interesting suggestions that was brought forth at the last Booksellers' Convention was that of John R. Anderson, the well-known old bookman of New York, who suggested that retail bookstores with good outlets for substantial titles should co-operate in arranging for the reissue of such books as are out of print, this to be done by an underwriting system, so that limited editions of 500 to 1000 copies would be printed from plates of publishers who have titles in demand and who would be willing to have the book thus reprinted.

Mr. Anderson is now sending out letters to the trade and says that very interesting replies are coming in. One bookseller writes: "It seems to me that this was the most valuable suggestion at the recent convention."

A prominent publisher said: "We believe it will afford the publishers a chance to sell editions of books that are really good and still available and enable the bookseller to make good profit on the results."

Professor William Lyon Phelps has become interested in this same idea and is preparing an article for the *New York Times* on the reissue of old books. To select the proper titles, there would have to be some method of voting, so that the manager could see just what books would be subscribed for. Among titles on which Mr. Anderson said he had been offered satisfactory terms were Lafcadio Hearn's "Japan," Laut's "Pathfinders of the West," Mahaffy's "Survey of Greek Civilization," Morley's "English Men of Letters."

Mr. Anderson said that he would be glad to receive correspondence from booksellers interested in this plan. It would supply them with a class of books that they could promote to a good sale, because the titles are needed and could be offered at a price that would compare with prices set on good remainders.

This reprinting might be likened to the famous series of Chatto & Windus in England, who reprinted a great many titles that had been dormant on other lists.

Another Student Poll

CANVASSES conducted by summer schools have now begun to come in, and the Columbia school has voted Booth Tarkington its favorite novelist, with George Eliot second, and A. S. M. Hutchinson third, and "He Who Gets Slapped" as the favorite play of the season. For individual books, "If Winter Comes" received the largest vote, "The Story of Mankind" second, and "Alice Adams" third. The strong vote for George Eliot was perhaps the most unexpected result of this canvass, as the demand for her novels has not been a prominent feature in publishing for some time.

Suggestion of Lottery

SOME of the recent advertising copy of the Haldeman-Julius Company of Girard, Kansas, has carried a reference to a contest involving free trips to Europe, a contest into which those who bought collections of their little series of ten cent classics could enter. The Post Office Department has considered this as a lottery, as the contestants do not learn the exact terms of the contest until after the purchase. All matter having reference to this offer will accordingly be unmailable.

The New Price Standardization Bill

AN ACT TO PREVENT DISCRIMINATION IN PRICES, TO PROVIDE PUBLICITY OF PRICES AND TO PROTECT GOOD WILL

[The Kelly Bill in this revised form will be introduced in the next Congress]

BE it enacted by the Senate and House of Representatives of the United States of America in Congress assembled that in any contract for the sale of articles of commerce to any dealer, wholesale or retail, by any grocer, producer, manufacturer or owner thereof under trademark or special brand hereinafter referred to as the "vendor" who shall, for the purpose of preventing discrimination and protecting his good will, clearly mark on each saleable unit of his product or the container thereof the price at which such unit shall be resold, it shall be lawful for such vendor, whenever the contract constitutes a transaction of commerce among the several states, or with foreign nations, or in any territory of the United States, or in the District of Columbia, or between any such territory and another territory, or between any such territory or territories and any state or the District of Columbia, or with a foreign nation or nations, or between the District of Columbia or any state or states, or a foreign nation or nations, to prescribe the uniform prices and manners of settlement at which the different qualities and quantities of each article covered by such contract may be resold: PROVIDED, that such vendor shall not have any monopoly or control of the market for articles belonging to the same general class of merchandise as such article or articles of commerce as shall be covered by such contract of sale; and that such vendor shall not be a party to any agreement, combination or understanding with any competitor in the production, manufacture or sale of any merchandise in the same general class in regard to the price at which the same shall be sold either to dealers at wholesale or retail or the public, PROVIDED FURTHER that if the purchaser shall in good faith be unable to sell such goods at the published price, that the purchaser shall first offer such goods to the seller before he may sell the same at less than the published price.

Sec. 2. That the provisions of this Act shall not apply in sales of such article or articles of Commerce to the United States, or any political subdivision thereof, or in case of sales of such articles to any state or public library, or to any society or institution incorporated or established solely for religious, philosophical, educational, medical, scientific, philanthropic or literary purposes, made in good faith for use thereof by such society or institution.

The Passing of the Book Schedules

A PEN PICTURE OF THE SENATE IN A BUSY TARIFF SESSION

ON Friday, August 4th, the Senate of the United States met further to discuss tariffs. During that session the most important schedule to the book-trade came to vote as far as the Senate was concerned, and a picture of the progress of reaching and passing such schedules has interest.

As the session opens, Mr. McCumber questions the fact that there is a quorum, and after the roll call it is found that 58 Senators are present.

The Senator from Florida finds that he has been made to say in yesterday's *Record* "Chicago" when he meant "Atlanta," and the chair allows him to correct.

Senator Ladd makes a report on the different aspects of the Ford proposal in regard to Muscle Shoals.

Then come petitions and memorials, bulwark of the people's rights.

Senator Myers presents remonstrances of "sundry citizens of Pablo, Montana against the enactment of compulsory Sunday observ-

ance in the District of Columbia." Senator Willis presents a petition of citizens of Toledo "praying for a protective tariff based on American valuation." Senator Ashurst presents the opinions of some cattle growers on tariff." Then comes the introduction of bills. Two tariff amendments are ordered and put on the table.

Senator Gooding now gets the floor as first speaker in connection with the tariff bill and proceeds to flay Mr. Munsey and his New York *Herald* for their stinging attacks on high tariff. Into the records are introduced several columns of matter about real estate in Austria. A few minutes more and the presiding officer wants read in a list of our loans to foreign governments. Mr. Gooding's attack continues, but Senator Harrison begins to pick flaws. Senator Calder regrets the attack on Mr. Munsey. Senator Harrison introduces a news clipping showing that Senator Gooding has sold a million pounds of wool at a sale.

Parliamentary discussion and rulings begin

to get thick. The presiding officer asks the clerk to read a proposal for curtailing all tariff debate to an hour per Senator. When Senator Gooding is finally quieted, the agreement to proceed with the tariff schedules is arranged, and the clerk begins to read the Senate's amendments.

The section that covers calendars and cards was amended to increase the rate from 20c. to 25c. per pound. Senator Bursum gets the floor and explains that he has been trying to get it several times and now wishes to discuss the wool schedule and not postal cards. A half hour eloquence on the wool schedule, but when a vote is brought back to the cards the agreement is made. Cigar bands go up from 30c. to 35c. per pound; but one Senator believes that there are not enough people present to pass it, so the quorum is counted and fifty are there.

Senator Smoot is handling the amendments. He has a marvelous knowledge of everything from cigar bands to decalcomanias. Senator Walsh of Montana can see no adequate reason for increasing the already high rate on cigar bands, but Senator Calder explains that 20,000 men in New York, New Jersey and Pennsylvania are interested in lithography, that they make wages from \$39 to \$42 a week and that the same sort of work in Germany carries a wage of \$2.35 a week. Labels and flaps are considered and cigar bands using metal leaf. Fashion magazines are set at 8c. a pound, higher than the present scale of 6c. but lower than the first proposal of 12c. Senator Willis becomes interested when the decalcomanias are reached because the potters of Ohio are decalcomanias and only about one sixth of the amount needed is produced in this country. Much argument goes on between Senator Smoot and Willis on this subject. Lithographs and cards of all possible sizes and thicknesses are considered and moved up and down a point or two. Senator Shepherd believes that all lithographic calendars and pictures are "for the adornment and beautification of humble homes" and there is no need of increasing their cost by duty, especially as the entire imports in 1920 were but \$600,000.

The writing paper schedule is finally reached with much debate between Senator Smoot and Senator Walsh over the need of increased protection. Envelopes are reached, and Senator Walsh protests against any increase over the present 15%, especially as the production of envelopes in this country has more than doubled in five years. Jacquard designs are reached. It becomes too complicated for Senator Walsh when Senator Smoot goes into jacquard's peculiarities. Wrapping paper is reached, and Senator Smoot asks for an increase of from 23% to 30% ad valorem in order to afford an

opportunity for this industry to live. Blotting paper is reached and passed with slight increase, and paper not specially provided for is set at 30%.

The clerk now reaches the book schedule, 1310, and Senator Smoot asks for a complete change from the paragraph as written and a new paragraph beginning "Unbound books of all kinds," and providing for 15% and 25% ad valorem duties and 30% on bindings as read. As this redraft has been of particular interest to Senator Lodge of Massachusetts, he rises to explain its meaning as follows:

"Mr. President, this is a paragraph in which I take a great deal of interest and the amendment which has been proposed I offered some time ago and had printed. I will say to the Senator, as, of course, he is perfectly aware, that the printer and the compositor are entirely protected under the copyright laws, because no book can be copyrighted in this country that is not printed in this country. The House had so arranged the paragraph as to put books in foreign languages on the dutiable list, where they have never been and never ought to be, and they also eliminated the provision that all books more than 20 years old shall be on the free list.

"I was very anxious to have them restored to the free list. What I desired to do, in the draft I made of this amendment—and it is merely a draft of what is here in print—was to make sure that the duty which it was desired to impose on the binding should fall on the binding alone, and not upon the books—that is, the book more than 20 years old.

"Some of those books, as the Senator well knows, first editions—take the first folio of Shakespeare as an extreme example—are of enormous value. They may have been found within the 20 years. To tax the whole book on the full value of the book would be monstrous, of course. They really ought to come in free; and the purpose of this amendment, with which I had something to do, was to make sure that the tariff duty should be confined to the binding, and I think it achieves that purpose. It must be taken in connection with an amendment to the free list which will be offered in a moment."

As it is directly connected with the paragraph about bindings and the free list, that is also read. Senator Walsh becomes mystified at just what "sheets or printed pages, bound wholly or partly in leather" means, and Senator Lodge explains. Back and forth for 20 minutes goes the interpretation among the three Senators, and it is finally agreed by Senator Lodge that there has been a semi-colon omitted, and so eventually the sentence is clarified by the insertion of a few extra words.

Senator Walsh wants to know if textbooks are free, and Senator Smoot explains that they are as are all other books if brought in by educational institutions and quotes Paragraph 1531 to prove this. Senator Walsh insists that students should be able to bring them in themselves free, but it is explained that there is no provision for this. Senator Walsh asks if foreign textbooks are cared for. Senator Smoot says they are free; Senator Lodge says they are not, but apologizes and agrees that they are free as provided in another paragraph. All is now smooth, and Paragraph 1310 passes. The attention is then taken over to the free list and the paragraph about material from foreign governments free is

accepted, and the special paragraph about books over 20 years old except when in new bindings. With these two of the several schedules accomplished, the question of adjournment is brought up, and after considerable discussion further tariff is brought forward, and the paragraph about children's books of more reading matter than numerals is settled by increasing the rate from 20% to 25% ad valorem. Booklets are agreed on at 15c. a pound. Post-cards except lithographic are raised from 26c. to 40c. ad valorem except views, which are put on a separate basis.

The book schedules of other sections went thru in the general scurry of the last days of debate.

Church Conventions and Books

By Einar Josephsen

WE have read with interest about Appleton's Book Caravan and Frank Shay's Traveling Book Shop, but have so far seen nothing about exhibiting and selling books at church conventions. The amount of business at such meetings, which are held all over the country every year by the various denominations, is undoubtedly quite substantial, judging from our own experience up here in the Northwest. And the potential value of these book displays from year to year may be traceable in the increasing interest in religious literature. Every church convention week is a "Religious Book Week." At least it ought to be.

"The Norwegian Lutheran Church of America," of which Augsburg Publishing House in Minneapolis is a part, is divided into nine districts, each of which holds conventions once every other year. A general convention of pastors and delegates from all districts is also held every year, so that every year

has its regular conventions. Last year Augsburg had representative book displays at six district meetings—at Eau Claire, Wisconsin; Duluth and Montevideo, Minnesota; Jewell, Iowa; Brookings, South Dakota, and

Fargo, North Dakota. The business on an average was very satisfactory. At two places we had to put up a booth outside the church (the cost of erecting such a booth does not exceed \$50). At the other places we were located either in the lobby or in an adjoining room, our aim always being to get as close to the main entrance to the convention hall as possible. This gives us the best opportunity to attract attention. The walls are generously covered with advertising posters. Our brother publishers would be delighted to see how well we make use of their advertising matter. And it always pays to advertise. Then to combine our book display with a general information and service desk we have found a very good plan. We receive and distribute in-



A BOOK DISPLAY FOR PROMOTING THE SALE OF RELIGIOUS LITERATURE AT DISTRICT MEETINGS

coming mail and have a box for outgoing mail. Add to this a typewriter and stationery for the free use of the delegates, and the Augsburg book stand, with its convenient supply of railroad time tables and travel literature and its accommodations for taking care of luggage temporarily, has become a very useful feature of the convention.

The books are displayed on tables and shelves and classified as much as possible to make it easy for the customers to get acquainted with what we have brought along. All books are priced, and of good sellers we carry as many as a dozen or more copies. Naturally, most of the stock is religious books, theological and devotional literature, Bibles and Testaments, tho we also always bring along a good assortment of fiction and general literature. The value of the books on sale sometimes runs into several thousand dollars.

The illustration shows a section of our book stand in the Minneapolis Auditorium lobby during the general convention last June. Note the effective use of the splendid posters sent us by the Year-Round Bookselling Committee and the convenient space for displaying the books. In connection with this convention we published a *Daily Bulletin*, distributed at every morning session. It contained convention and personal news as well as book advertisements, and the publicity it gave us brought good results. The giving away of bookmarks and calendars with our imprint we also consider good advertising.

The cash sales during the convention established a record.

The Young People's Luther League convention at La Crosse, Wisconsin, in June, was a great success from every point of view, including book-selling. The convention was held in the magnificent Normal School auditorium. In the wide, well-lighted lobby we had the best opportunity for displaying books and Sunday School supplies we ever had. Apparently our exhibit was a constant source of delight to the hundreds of intelligent young men and women who, from day to day, early and late, flocked around the tables, asking for information about books, discussing them, making notes, buying. In order to create special interest, we had the chairman give a little talk on a few selected titles at the beginning of sessions, which proved to be a very effective way of advertising. It gave certain books a sort of official endorsement. An attractive 32-page *Bulletin*, a special convention number of our house organ containing interesting articles on books and reading, also helped a great deal to increase sales and make prospective customers for us.

All told, we have found our conventions one of the best means to advertise and sell books and to get in touch with the people, learn their likes and dislikes, and we have always returned to headquarters with new ideas and with new faith in the great mission of spreading good literature among our people.

Parnassus in the Middle West

THE idea of a peripatetic bookshop has taken possession of the imagination of booksellers since Christopher Morley first wrote of the adventures of Roger Mifflin. Frank Shay's traveling bookshop supplies the Cape Cod literary colony with books this summer. In previous summer seasons Miss Mahony's bookshop has toured New England, and the Appleton book wagon has gone "loafing down Long Island." This summer Irving Allen, formerly of L. S. Ayres & Company of Indianapolis has a book wagon which is selling books to the Middle West. The caravan in this case is a Dodge car with a cabinet of about 4x5 feet with full length double doors on both sides and two cases of four shelves each inside. The stock for the caravan is furnished by McClurg. Mr. Allen in a letter recently written to the PUBLISHERS' WEEKLY writes:

"Our first stop was Lake Geneva, where we found a wealthy summer group of Chicago-

ans, delightful and interested. Here we sold about \$175 worth of various books. We would have done better had we had the stuff but were out of a few good ones, "Outline of Science," "Up Stream," "Story of Mankind," and one or two others. Every one has been cordial, and many have bought.

"There is little doubt in my mind that this is a very practical idea, and a remedy for what Will Irwin called yesterday 'the unbooked condition in America.' We had a delightful half hour with him yesterday after his lecture before the Chautauqua. Here at Madison we received our first setback when we learned that our status is in the category of two-horse-and-mechanically-propelled-vehicle-peddlers. That means a license fee in Wisconsin of \$75 per year. It is absurdly high for this kind of enterprise, but we hope to purchase an unexpired license for \$50 and in turn transfer it when we are finished with our work."



IRVING ALLEN AND HIS TRAVELING BOOK-SHOP ARE TOURING THE MIDDLE WEST THIS SUMMER

The Austra-Zealand Book-Trade

By A. G. Stephens in the Adelaide "Register"

IN 1911, Australia imported books valued at £693,429, or 2/10 per head of population.

In 1911 New Zealand imported books valued at £230,069, or 4/7 per head of population.

In 1921 Australia imported books valued at £1,032,962, or 3/9 per head of population.

In 1920 New Zealand imported books valued at £524,462, or 8/8 per head.

According to the inscription on the Alexandrian Library aforetime, books are "the medicine of the mind." New Zealand and Australia regularly take the largest doses of that medicine. They are the most book-buying countries in the British Empire. As far as my knowledge goes they are, per head of population, the most book-buying countries in the world. Publishers in Britain and the United States periodically consider figures such as the foregoing, hold up hands of amazement, and emit Blücher's remark on seeing London, "What a field for plunder!" Then they export the books you borrow or buy.

The figures are subject to some reduction because customs' returns include with books a considerable value of music and periodicals. This may be estimated at about one-sixth of the totals. Deduct that sixth, and we have every inhabitant of Australia, from infants in arms to the "oldest residents," purchasing statistically in 1921 printed books with a customs' valuation of 3/2 and a probable buying price of about 4/9. We have every inhabitant of New Zealand purchasing statistically in 1920 printed books with a customs' valuation of 7/3, and a probable buying price of about 11/.

Australia is so wide, New Zealand is so various, booksellers' stocks are so mixed and bookselling conditions are so different, that only an approximate estimate of costs and profits is practicable. A firm in Adelaide and a firm in Kalgoorlie, a firm in Christchurch and a firm in Gisborne, play all rules of bookball with all manner of teams.

Before arbitration, the war, and shipping uprose, it may be said that a good-sized firm under good management in a good way of trade in a good Austra-Zealand city could do new book business at an expense rate of 30 per cent, on London or New York invoice cost if it strictly attended to business [equivalent to a 20-25 per cent cost of doing business on the retail price, *Ed.*] That includes freight, carriage, wages, rent, insurance, and sundries—all the underfoot and overhead expenses necessary to put books in stock and sell them out of stock. Nowadays an expense rate of 40 per cent on invoices may be considered low [about 27 per cent on retail price, *Ed.*]

If a bookseller nets 10 per cent annual cash on the invoice cost of his new book purchases he does incredibly well. Usually the profit goes into stock, and stock keeps piling up. The bookseller balances his account by selling stationery, or toys, or sundries, or secondhand books at a larger profit, or by adding a circulating library.

In the new book trade pure and simple there is no profit worth mentioning, and a great risk of loss unless orders are very carefully watched. New books are sold at all nominal rates of

gross profit from 25 per cent on cost price to about 60 per cent—with an average which the booksellers try to make 50 per cent. That means that, buying a book at 5/ and selling it at 7/6, with a 40 per cent expense rate [27 per cent on the retail, *Ed.*], the bookseller gets 6d. for himself.

Usually he doesn't get it. Fiction fashions change, trade competition lowers prices, drapers sell books as side lines, educational authorities alter schedules and leave an array of unsolds, and books that ought to sell turn into stickers that won't sell. A dozen little foxes nibble at the Simon-pure bookseller's profit vine.

The consequence is that there isn't a Simon-pure new book seller in Austra-Zealand—not one. They all come to circulating libraries, or stationery, or secondhand, or, in recent years, pictures and prints and antiques, or toys and oddments. "Without the profit you cannot live." Stationery shows up to 100 per cent or more gross profit [50 per cent on the retail price, *Ed.*]

Secondhand books you buy for as little as possible and sell for as much as you can get. In a parcel at an auction sale, or in a dead man's library bought at average 1/ a volume, you may find a book or a hundred books saleable at 2/6, 5/, or £1. That little lift enables you to keep a brave front on your new book counter, where the losses come from.

Properly managed, the circulating library coins money for a bookseller. Whether we work the annual subscription rate or the deposit system, with an exchange of 3d. a book, the charge for one reader per novel comes to about 5 per cent on retail price. The cloth-bound novel—the standard circulating library book—was formerly cheap at metropolitan retail 3/6, or 4/ in outlying towns. The 3/6 price was 1/6, or its dollar equivalent below the English or American retail price. The well-manufactured books of some American publishers, sold in their homeland at \$1.50 were a particular gift to Austra-Zealand readers.

Publishers' costs and prices soared with the war. The English novel priced retail 6/, with an actual discount of 1/6 to the customer, turned into 7/ net, 7/6 net, and even at 8/6 net—at which prices the best new English novels are published today. American novels have risen to \$2 and \$2.50.

Luckily "colonial editions" and export prices can bring booksellers' cost down to an equivalent of 3/6 or 4/, ex freight, which adds about 5d. per book. The "marketing" habit further reduces costs of some novels; the small booksellers still find themselves paying up to 5/ wholesale for novels of which the raised retail price in the cities is 5/6. As a failure to sell

two books in a dozen may land the bookseller with a loss, the circulating library is our haven and our refuge.

A circulating library novel in demand will go out once or twice a week. If it is a lucky book it will repay its cost in 10 weeks. After that there is velvet money to be made, and a chance of 12/ per book gross profit before the fiftieth subscriber turns it back at the end of a year asking to be rebound for 1/. Then it may go on earning money for another year before it is sold to the circulating library farther back for 2/ or 2/6.

Quite a number of circulating library novels can earn £1 per volume. Some, in the course of time, can earn £5 for a succession of library keepers. A good library novel eventually dies only when no amount of patient stitching will fasten its soiled leaves together. On the other hand, there are library misfits and misfires, the duds and the short runs. But it is a poor novel indeed that is not worth treble its cost to a circulating library. That low valuation means gross 200 per cent to the librarian. A few high-valuation novels may reach gross 1,000 per cent—but there are always expenses, there is always risk, to bring down the tally. 'Tis a good tally none the less.

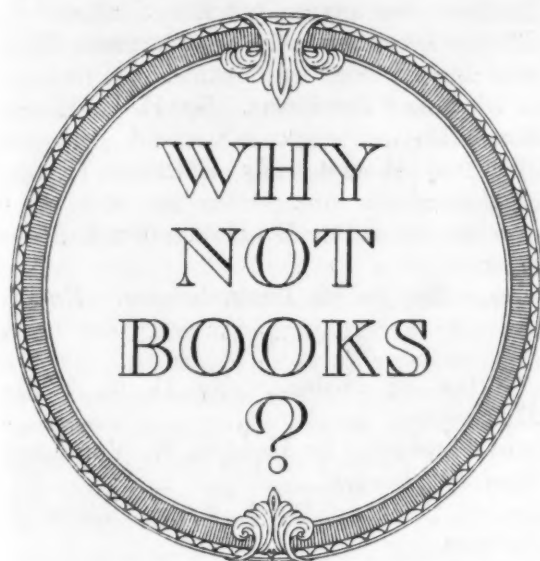
Of the total books imports £1,032,000 by Australia, 1921, £859,000, or 83 per cent came from Great Britain, and £150,000, or 14 per cent, from U. S. A.—leaving only 3 per cent from other countries. New Zealand trade is about the same proportion, transshipping 13 per cent from Australia.

New Zealand's humorous statistics of importation of books directly from Germany further warrants its claim to be the most English country in the British Empire. The figures are, values:—1917, £2; 1918, £15; 1919, nil; 1920, £1. * We can afford to make ex-Kaiser Wilhelm a present of that £1 for his coming autobiography.

The American Bookman in England

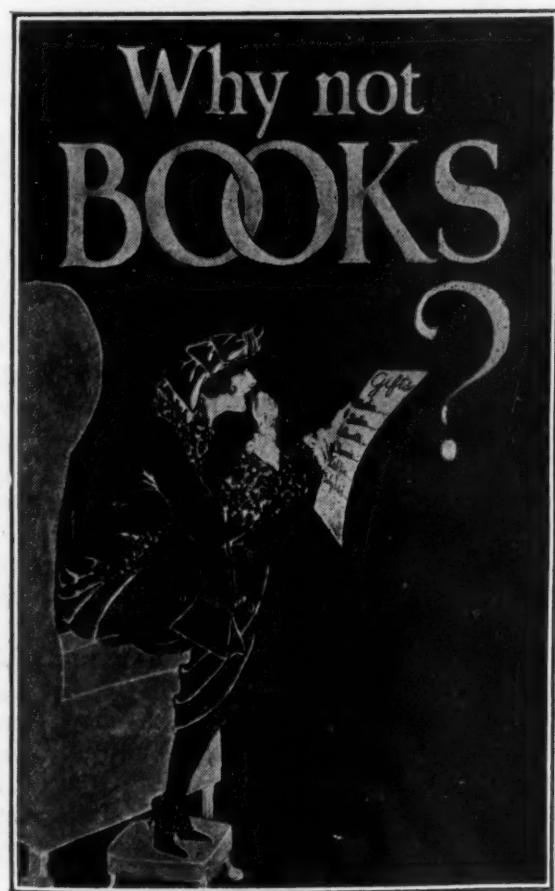
THE *Bookman*, the American of that name, has decided to give itself a wider hearing in England, and the July number of the English *Bookman* carried a full page advertisement beginning a campaign which will be now carried energetically forward. It is interesting to note that the advertisement selects the department called "The Literary Spotlight," an anonymous review of American literary personalities, as the first of its items to feature in seeking a new hearing, also stressing that there will be each month a study with pen portrait of some American author, publisher, or editor, as well as short stories by well-known writers.

Every Real Home has Books



The New Book Campaign Material

A STRIKING new poster in four colors bearing one of the most effective slogans that the campaign has yet devised is reproduced on this page and is now being printed in a large edition to go to the ever increasing mailing list of the Year Round Bookselling Committee. The slogan:



WHY NOT BOOKS?

Seems to be a particularly good one because it is just as applicable to September and October, when people are actively appearing in the shopping districts again with buying in mind, as it is to Christmas, when it has a very suggestive note to those who are in the mood for buying but who have forgotten the important place that books have as gifts.

Ethel Taylor was selected for the artist, as her summer poster in silhouette, "Books for the Week-end," was considered by many the most effective and usable poster that the Committee had devised. She seems to have again caught the right feeling for a book poster, and coloring makes it even more effective than the silhouette. The girl herself is costumed in red with cuffs of black and white fur, and the chair and the lettering are in a bright and striking green, which shows strongly against the solid dull black background.

A streamer, which bears the general theme of the fall campaigning, "Every Real Home Has Books," is also to be mailed at the same time, together with the Children's Book Week poster and a streamer for those displays. This will put into the dealer's hands at one packing material for three months' aggressive work.

The expansion of the Children's Book Week idea this year is becoming a tremendous stimulus to the whole book promotion program, and the number of groups that are wholeheartedly joining in the effort to give children's reading its complete hearing is a great encouragement.

The Best Sellers

THE interest in having a careful canvass of sales records of new books is apparently increasing, judging from the ready response to the inquiries sent out for records in connection with the best seller list.

The sales for June, as printed in the August 1st *Books of the Month* show an opening up in the fiction field to make way for new titles. Margaret Deland's book jumped in the first month of its publication to second place, an eloquent testimony to the general appreciation of the importance of her writing. "Gentle Julia," which had taken third place in the first month of its publication, is now in first, and "If Winter Comes," after its long period of supremacy as successor to "Main Street," is still in a strong position ready to introduce its successor.

"Simon Called Peter" has gone from tenth and eighth place up to fourth place, and "Maria Chapdelaine" has held its own. A very interesting feature is the prompt appearance of Mrs. Burnett's "Robin" while "The Head of the House of Coombe," to which it is a sequel, is still keenly active. The two books apparently will move forward as a pair into the fall season. Three new summer titles appeared, "The Moon Out of Reach," "Secret Places of the Heart" and "The Covered Wagon." "The Sheik" is the only book that has held a place in the first twelve for a full year.

In non-fiction, changes are less frequently made than in fiction, and Wells and Van Loon have alternated in first place for the last two or three months, with "The Outline of Science" now coming strongly toward the top. There is a good suggestion for publishers in the steady interest in health books, "Outwitting Our Nerves" having been prominent for a full year or more, and "Diet and Health" running almost up to the "Outline" books.



Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

- Gentle Julia. By Booth Tarkington. *Doubleday*.
 The Vehement Flame. By Margaret Deland. *Harper*.
 If Winter Comes. By A. S. M. Hutchinson. *Little, Brown*.
 Simon Called Peter. By Robert Keable. *Dutton*.

Robin. By Frances Hodgson Burnett. *Stokes*.
 Maria Chapdelaine. By Louis Hémon. *Macmillan*.

Head of the House of Coombe. By Frances Hodgson Burnett. *Stokes*.

The Moon Out of Reach. By Margaret Pedler. *Doran*.

Secret Places of the Heart. By H. G. Wells. *Macmillan*.

The Covered Wagon. By Emerson Hough. *Appleton*.

The Sheik. By Edith M. Hull. *Small, Maynard*.

Cytherea. By Joseph Hergesheimer. *Knopf*.

NON-FICTION

The Outline of History. By H. G. Wells. *Macmillan*.

Story of Mankind. By Hendrik W. Van Loon. *Boni & Liveright*.

Outline of Science. By J. Arthur Thomson. *Putnam*.

Diet and Health. By L. H. Peters. *Reilly & Lee*.

Mind in the Making. By James Harvey Robinson. *Harper*.

Outwitting Our Nerves. By Jackson & Salisbury. *Century*.

Americanization of Edward Bok. By Edward Bok. *Scribner*.

Books and Characters. By Lytton Strachey. *Harcourt*.

My Discovery of England. By Stephen Leacock. *Dodd*.

Painted Windows. Anonymous. *Putnam*.

Conquest of Fear. By Basil King. *Doubleday*.

Queen Victoria. By Lytton Strachey. *Harcourt*.

"A Book of Samples"

UNDER the modest title of "A Book of Samples of Paper" a widely-known corporation of paper manufacturers has just issued a handsome, cloth-bound quarto volume of remarkable value to any one interested in the finished effect of type and illustration on every kind of paper. The book consists of upwards of 600 pages, made up of a great variety of papers, including thin cardboard, with explanatory text, and what is most valuable, a series of four illustrations produced in every known process, from rough news screen to six-color lithographic plates.

The result is probably the most remarkable collection of printing samples in existence.

It is said that the producers of this "Book of Samples," the Champion Coated Paper Co., invested more than fifty thousand dollars in its production, covering a period of three years in getting it into shape. The book itself proves it.

A New Book-trade Tool

THE new book-trade tool which Belle M. Walker, publisher and editor of the *Bookseller and Stationer* has planned, went to the subscribers' hands last month and has, the publisher reports, received much favorable comment. The *Bookseller and Stationer* has always carried an annotated list of books in each issue and at the very moderate price of one dollar these have been cumulated in quarterly numbers, the first one being dated July, 1922, the quarter there ending showing something over 600 books entered in the regular alphabet with supplementary lists of new editions and announcements. The subscription price for four issues of the year is one dollar. The notes, which are largely confined to the fiction and juveniles, are specially written at the *Bookseller and Stationer* office and evaluate as well as describe the books. The main alphabet is arranged by title and author, cross indexed from author and major subject classification under title arrangement. The material will not be cumulated from one quarter to the next as is done in the "Cumulative Book Index" of H. W. Wilson Company, but gives a most valuable index at a very nominal price. This should enable many stores to give a much more prompt and effective book service.

French Book Tariff

A TARIFF protection of three times the present scale has been asked by the French manufacturers of paper on newspapers, periodicals and books. This request of the Minister of Commerce is the result of the increasing foreign competition in paper. In 1913 the average monthly imports of machine-made paper into France was only slightly over 1000 metric tons, but in 1921 this reached 4500 metric tons, and the first four months of 1922 indicate totals of twice that amount. The United States is not a heavy exporter of paper to France, nor as yet are there many books going from this side.

Prize for Book Essay

IN connection with the Children's Book Week observance, the editor of *Farm and Fireside*, a periodical of countrywide circulation, is offering prizes to any farm boy or girl under seventeen who will write the best short letter about the five books he or she likes best. The contestants are asked to talk about books they really like and not those that grown-ups persuaded them to read. Each contestant, whether winner or not, will receive, free, a copy of *The Bookshelf for Boys and Girls*.

Help Wanted at Once

From each state in the Union the names and addresses of fifteen individuals who sell books therein.

(Those who see nothing in Bookselling but a "Waste of time being in it," "wish they could get out of it," "a rotten business anyhow," please keep their names to themselves.)

These fifteen individuals from each state, must be prepared to spend a little of their time, and of their income, every day in the year if need be, and for years to come if necessity require. This must be given collectively and not individually, all working as a unit for one big cause. They must be full and not partial believers in the theory of self help, that God helps those who help themselves, and proceed with the job to the limit.

These fifteen individuals shall work only for their own state, its people, its government and themselves, other states being of no personal interest to them until called upon for a united effort.

To such individuals a hearty invitation is extended, to send their names at once—irrespective of anyone else—wherever that individual may be in that state, in city, town or hamlet. A leader, a real one must be discovered for that state, and surely such can be found.

The work planned out for the fifteen to accomplish for their state and ultimately for the whole United States, and the uplift of its people, will be fully explained, when the fifteen names are in hand.

Reply at once, and be one of those working for the benefit of the entire community, and not wholly for selfish purposes. Your calling enables you to do great educational work in your state. Send your name to

CHARLES E. BUTLER,

*Chairman of the Board of Trade of
the American Booksellers' Assn.,
225 Fifth Ave., New York City.*

English Book Exportation

THE fluctuations that have existed in the exporting of books from England since the war are indicated by the figures recently issued for the first three months of 1922, which show a falling off of £332,868 from the value of the exports in the first three months of 1921, tho only £6,424 from 1920.

An Uncorrected Galley



H. J. PHILLIPS IN NEW YORK GLOBE

KEEPING OUR LITERATURE PURE

Now for a literature censorship! Something has gotta be done to keep the American public "next to pure reading matter." Even the bookworm is beginning to turn. The American publishers are letting everything go to sexes and sevens. So say the reformers.

* * *

Place a book of smart fiction on the table beside the family album. Remove it three hours later and what will you find? All the family portraits blushing so furiously the album looks like a catalog from the Maine lobster industry.

* * *

Books are now being picked on by the reformers as responsible for all the things the saloon and the movies were held responsible for a few years ago.

* * *

Too many modern books are mere pathological studies, it is claimed. The aim of the censors is to keep the reading public off the straight and narrow pathology.

* * *

The truth is stranger than fiction, but the law is stranger than both.

* * *

Possible conversation a few years hence between a follower of modernist fiction and booklegger friend:

Bookworm: What have you in the suitcase?

Booklegger, furtively: Sh-h-h-h! Not so loud! Step over here behind this billboard. I gotta shipment of new novels by the best authors.

Bookworm, eagerly: The real stuff

Booklegger, opening suitcase cautiously an inch or two: Hundred proof! . . . Written in bond . . . private stock . . . no foolin'!

Bookworm, suspiciously: I dunno; I'm a little afraid to take any chance. I bought six last month. They were all fake stuff.

Booklegger: You don't needa be afraid of these. I gottem from Canada . . .

No dilution . . . strong as you can get . . . the real kick 'nd everything.

Bookworm: How much?

Booklegger: Oh, \$120 a case of twelve books!

Bookworm: All right; I'll take a case. You'll deliver it, of course

Booklegger: Nope. You'll have to cart 'em away yourself. Us book agents can't take any chances. Izzy Einstein is on our heels all the while. Raided eleven bookstores yesterday!

* * *

There even is a possibility of another homebrew evil: The authors will sell the plot and the reader will add yeast, raisins, and await the continuity.

* * *

Most of the real reading will have to be done outside the three-mile limit. Floating libraries will be the thing. No literary person may hope to be well read unless he owns a gasoline launch. The harbors off the Atlantic Coast may be alive with people swimming on their backs and reading the latest fiction at the same time.

—H. J. Phillips in New York Globe.

Mutual Appreciation

THE Borzoi books are carrying on their wrappers a statement about the quality of the make-up of the books, comparing their worth to the *Atlantic Monthly*. The *Atlantic*, being pleased to be used as a standard of quality, promptly reprinted this testimony in its own advertising, thus giving additional circulation to Mr. Knopf's statement. This emphasis on the value of quality in book-making as a special sales value is an interesting effort of the publisher to turn the beauty of his books into increased selling returns.

The paragraph on the back flap of the current wrappers is as follows:

BORZOI BOOKS

are in many ways the most interesting in the United States. They are also, without a doubt, the best looking books made to-day in the English-speaking countries. Often they cost a little more than other books, but they are worth more, just as the *Atlantic Monthly* is worth more than many a cheaper magazine. The price is based on the cost of manufacture; the cost of manufacture is not based on the price.

Borzoi Books, consequently, appeal especially to lovers of the best. Most people interested would buy most Borzoi Books whatever their format; but a great many readers buy Borzoi Books for their format alone—even when they are not interested in the contents, and that can be said of very few other American books.

A Week's Gleanings of Book-Trade News

DORAN is to have Stewart Edward White's new book, "On Tiptoe, A Romance of the Redwoods."

Two very brief but very attractive volumes are added to the John Lane edition of Anatole France, "Count Morin Deputy" and "Marguerite." Both are delightfully illustrated with woodcut drawings.

HOUSEHOLDERS can be protected from too severe inroads at the hands of the carpenter or plumber by having at hand "The House Owner's Book" by Churchill and Wickenden, which Funk & Wagnalls have recently put out.

LOVAT FRASER, whose illustrations for "The Beggar's Opera" attracted so much attention, was responsible for a set of brilliantly colored drawings for "Nursery Rhymes," which Knopf has now brought to this country.

IN THE NEW SERIES of classics with colored illustrations, Crowell Company has obtained for its edition of "Romola" the beautiful colored plates that were in the book on Florence in Black's famous color series. The illustrations for "The Last Days of Pompeii" are of the same high character.

AN EXCELLENT REVIEW of Alexander Graham Bell's life is contained in Theodore N. Vail's book published by Harper recently called "In One Man's Life." Mr. Vail is as much responsible as Dr. Pell for the place the telephone occupies in our every-day life.

THE WIDESPREAD DISCUSSION of James Joyce's "Ulysses" has started the sale, so Mr. Huebsch finds, of his previous books, especially of "A Portrait of the Artist As A Young Man," which Mr. Huebsch published here before it came out in London. "Ulysses" is a continuation of the story of Stephen Dedalus of this book.

A BOOK for the public reader along fresh and new lines is Gertrude Johnson's "Dialects for Oral Interpretation," published by Century Company. Besides the wide collection of material grouped under the various well-known dialects, Irish, Scandinavian, Negro, Scotch, etc., there is a most valuable bibliography giving a list of books that contain dialect recitation, a list of authors part of whose works contain dialect material, and then a long list of selections for recitation to supplement those that have already been mentioned in the text.

THE BOOKLOVER is again to appear as a figure in fiction, this time in Henry James Forman's "The Man Who Lived In A Shoe," a New York story (Little, Brown).

"THE SHEIK" was published in a reprint edition on August 1st, in spite of the fact that the \$2 edition is still selling rapidly.

ANOTHER PUBLISHER in the field of plays for little theaters is Lieber & Lewis, who is starting a new series of American and European plays. Pierre Loving will edit the series under the name of *The Little Playhouse Series*.

RUPERT HOLLAND's "Lafayette for Young Americans" is revision of the book "Lafayette We Come" making it of more permanent interest than the other volume published during the war time.

IN CONNECTION with the publication of Miss Cather's new novel, "One of Ours," Knopf is issuing a fine engraved photograph of the author suitable for display or permanent wall decoration. This is to be sold to dealers at half the printing cost, and it is a most satisfactory photograph of Miss Cather as she is today.

MUCH PROGRESS has been made in making practical the methods of character analysis, and Professor H. L. Hollingsworth of Columbia University is just publishing a volume on "Judging Human Character," an Appleton book. Professor Hollingsworth is the author of "Vocal Psychology," which had such a firm place.

FREDERICK O'BRIEN tells in his "Atolls of the Sun" (Century) of the moving picture house on the Coral Islands where the natives pay a bagful of cocoanuts to see one film. One thinks of the warehouses that would be needed at the Broadway show places if that custom were generally adopted.

A NEW COLLECTION of American patriotic poems has been edited by John R. Howard for Crowell under the title of "Poems of Heroism in American Life." The selection comes down to date, including such people as Joyce Kilmer, Witter Bynner, Henry Van Dyke to supplement the well-known names of the Nineteenth Century.

Communications

PUBLICATION DATES

Editor, PUBLISHERS' WEEKLY:

Because the railway strike might seriously delay shipments, we have been shipping Sinclair Lewis' new novel, "Babbitt" to distant booksellers as far in advance of publication as possible so that they would be sure to have it on September 14th. Our invoices have borne the notation:

"PUBLICATION DATE SEPTEMBER 14TH.
PLEASE DO NOT SELL BEFORE."

In accordance with this practice, we filled an order from Younker Brothers in Des Moines, Iowa. We were astonished to learn this morning that they have had the book on sale at retail. We telegraphed them as follows:

"LEWIS BABBITT PUBLICATION DATE
SEPTEMBER 14TH ADVISE US WHY SOLD
BEFORE THIS TIME."

and they replied:

"TAKE A TRIP AROUND NEW YORK AND
CHICAGO AND SEE HOW MANY PLACES
IT IS SOLD NOT WAITING FOR PUBLICA-
TION DATE."

We know that the book is not on sale in New York City because neither we nor the jobbers have made deliveries here. We do not believe it is on sale in Chicago because of the character of the houses to which we have made shipment.

We call the above conditions to your attention on the chance that you may care to publish them for the guidance of other publishers who are attempting to serve their customers by advance shipments.

Very truly yours,

Harcourt, Brace & Co.

Obituary

PARK BENJAMIN

PARK BENJAMIN, noted lawyer and author of several books on scientific subjects, died at his summer home in Stamford, Conn. on August 21st, age seventy-three. He was a man of varied interests. After graduation from Union College, he entered the field of patent law, and from 1872 to 1878 he was associate editor of the *Scientific American* and was editor-in-chief of Appleton's "Cyclopedia of Applied Mechanics." He was the author of "The Early History of the Naval Academy" and "The Early History of Electricity." Mr. Benjamin was the father-in-law of the late Enrico Caruso, and he is survived by two brothers who are widely known in the book-trade, William Ewart Benjamin and Walter R. Benjamin, the latter still in business as a specialist in autographic literature.

HOWARD CROSBY BUTLER

HOWARD CROSBY BUTLER, professor in Princeton University, died suddenly in the American Hospital in Paris on August 15th. He had recently returned from Constantinople, having been engaged in supervising excavations at Sardis. He was an eminent authority on archeology, author of the monumental work, "Architecture and Other Arts." He was also author of "Scotland's Ruined Abbeys" and "The Story of Athens." In the interest of the Metropolitan Museum of Art he superintended the excavations on the site of Sardis, the capital of the ancient Lydian Empire, and succeeded in uncovering the great temple of Artemis at Sardis and brought to light a great treasure of ancient jewelry, inscriptions, pottery and other examples of craftsmanship.

Periodical Notes

The Harvard Business Review, a quarterly, begins with the September issue, published for the Harvard Graduate School of Business Administration by the A. W. Shaw Co., of Chicago. Price, \$5 per year, \$1.25 per issue.

T. S. ELIOT, the American poet living in England has in preparation the plans of a new quarterly *The Criterion* to be published by Cobden-Sanderson in October.

Personal

AGNES CURRIE has succeeded Miss White as buyer for Mitchell & Co., Haverhill, Mass.

A. A. CHEYNEY, formerly with Burrows Bros. of Cleveland, has joined the staff of Barnes & Noble, Inc.

Business Note

MELBOURNE, AUSTRALIA.—S. S. Addison, of The Bookstall, Melbourne University, wishes to receive the catalogs and lists of American publishers.

NEW YORK CITY.—Orientalia has been incorporated under the laws of the State of New York. The officers of the corporation are: President—Ananda K. Coomaraswamy; Vice-President—Harold N. Kingsland; Treasurer and Manager—G. M. L. Brown; Secretary—Helen Pinkerton. Additional capital has been provided for the enlargement of the business, and plans are maturing that will make it a thoroly equipped clearing house for all that is worth-while in the literature and art of the East.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20cm.); S₂ (16mo: 17½ cm.); T. (24mo: 15 cm.); Tf. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Titles beginning with an unimportant word are inverted to be listed under their subject when possible.

Alcott, Louisa May

Little Women, or, Meg, Jo, Beth and Amy; with il. in col. by Jessie Willcox Smith. 8+397 p. front. (col.) col. pls. O '22 c. '96-'10-'11-'15 Bost., Little, Brown \$1.50

Aminoff, Constance Léonie Caroline Borgström, friherrinna

Love. 7+307 p. D (Torchlight ser. of Napoleonic romances; v. 2) [c. '22] N. Y., Dutton \$2

The story of the early career of Napoleon Bonaparte, his passionate courtship of Josephine, their marriage, and his appearance in the social circles of the day, etc., with the French Revolution as a background.

Argentine (The) Standard Directory [pub. annually]; anuario Argentino de fabricantes y comerciantes nacionales y extranjeros. 584 p. Q '22 N. Y., Dixie Business Book Shop, 140 Greenwich St. \$9

Arminen, K. V.

Dictionary; English-Finnish part. D ['22] Milwaukee, Wis., C. N. Caspar \$1-\$2.75

Ayscough, John

Mariquita [a novel]. 269 p. O ['22] N. Y., Benziger Bros. \$2

Bailey, Edgar Henry Summerfield, and Bailey, Herbert S.

Food products from afar; a popular account of fruits and other foodstuffs from foreign lands. 14+287 p. front. il. pls. O c. N. Y., Century \$3

Explains why we have spices from the Zante Islands, macaroni from Naples, oils from Italy and Spain, tea from China and Japan, cocoa and coffee and bananas from Latin America, etc.

Balmer, Edwin

The breath of scandal; with front. by Ralph P. Coleman. 360 p. front. D c. Bost., Little, Brown \$1.90

A story of American family life, which shows, in the drifting apart of the parents, the tragedy in the lives of the children.

Barrington, Emilie Isabel Wilson [Mrs. Russell Barrington]

"The ladies!" a shining constellation of wit and beauty. 268 p. front. (por.) pls. (pors.) O [c. '22] Bost., Atlantic Monthly Press \$3.50

An attempt, partly imaginative, partly historical, to re-create the personalities of a succession of charming women, ranging from Elizabeth Pepys, wife of the diarist, to Fanny Burney and her experiences at the Court of Queen Charlotte.

Bassett, Sara Ware

Granite and clay; with front. by M. L. Greer. 305 p. front. D c. Bost., Little, Brown \$1.90

The story of Penelope Turner, her castles in the air and adventures with love, the scenes laid in Cape Cod and Boston.

Benét, Stephen Vincent

Young people's pride; il. by Henry Raleigh. 300 p. front. il. pls. D c. N. Y., Holt \$2

A novel which shows that the moderns of to-day are not all flappers and pagans, but normal young people with a zest for life and beauty, and actuated by that idealism in regard to love and marriage which is peculiarly American.

Bewer, Julius August

The literature of the Old Testament in its historical development. 14+452 p. (8 p. bibl.) O (Records of civilization; sources and studies, Columbia Univ.) c. N. Y., Lemcke & Buechner \$5

Abrams, Duff A.

Wear tests of concrete. 25 p. il., diags., charts O (Lewis Institute; Structural Materials Research Laboratory; bull. 10) '21 Chic., Lewis Institute, Structural Materials Research Laboratory pap. apply

Albright, George Leslie

Official explorations for Pacific railroads, 1853-55. 7+187 p. (10 p. bibl.) fold. map -O (Univ. of Cal. Pub's in hist.; v. 11) '21 Berkeley, Cal., Univ. of Cal. pap. \$1.50

Anderson, John Augustus

The wave-length in astronomical interferometer

measurements. 23 p. tabs., figs. O (Contrib's from the Mount Wilson Observatory, no. 222) '22 Wash., D. C., Carnegie Inst. pap. apply

Bingham, Harold C.

Visual perception of the chick. 6+104 p. (2 p. bibl.) il., tabs., diags. O (Behavior monographs; v. 4, no. 4, '22; ser. no. 20) Balt., Md., Williams & Wilkins Co., Mt. Royal & Guilford Avenues. pap. \$1

Bobbitt, Franklin

Curriculum-making in Los Angeles. 106 p. O (Supplementary educational monographs, no. 20, June, '22) Chic., Univ. of Chic. pap. \$1

Bindloss, Harold

Northwest! 309 p. D [c. '22] N. Y., Stokes \$1.75

A tale of love and mystery in the Canadian Rockies, how an idler who believes he has killed a game warden is taken in the powerful grip of nature and given his chance to become a man.

Blackmar, Frank Wilson

Justifiable individualism. 7+142 p. D [c. '22] N. Y., Crowell \$1

A protest against the mass play of modern social life to the neglect of modern culture.

Bowker, R. R., Co.

The American educational list, 1922. various paging tabs. O (The Publishers' Weekly, v. 102, no. 4, July 22, 1922) N. Y., R. R. Bowker Co., 62 W. 45th St. \$1

A complete list of textbooks in print, with latest prices.

Brooks, Cyrus Harry

The practice of autosuggestion by the method of Emile Coué; rev. ed.; with a foreword by Emile Coué. 119 p. D c. N. Y., Dodd, Mead \$1.25

Burghardt, Henry D.

Machine tool operation; pt. 2. 440 p. il. nar. Tt [22] N. Y., McGraw-Hill \$2.75

Castella, Helen I.

The sandman; his fairy stories; or, Joyce in the Land of Nod. 224 p. front. il. D [22] Bost., Page Co. \$1.75

Chapin, William H.

Laboratory manual for "Second Year College Chemistry." 7+121 p. O [22] N. Y., Wiley \$1.50

Second year college chemistry. 11+311 p. figs. O [22] N. Y., Wiley \$3

Collins, Archie Frederick

The book of wireless telegraph and telephone; being a clear description of wireless telegraph and telephone sets and how to make and operate them, together with a simple explanation of how wireless works. 15+227 p. il. diagrs. D c. '15-'22 N. Y., Appleton \$2

Conger, George Perrigo

Theories of macrocosms and microcosms, in the history of philosophy. 18+146 p. (bibl. foot-notes) O c. N. Y., Lemcke & Buechner pap. \$1.75

Conwell, Russell Herman, D. D.

Unused powers. 160 p. D [c. '22] N. Y., Revell \$1.25

A series of "Sermons That Have Helped the Masses" delivered in the Baptist Temple, Philadelphia.

Coulton, George Gordon

Chaucer and his England; 3rd ed. 15+321 p. (bibl. foot-notes) front. (por. facsm.) O [21] N. Y., Dutton \$6

An informal, historical commentary on the poet's works.

Cullum, Ridgwell

The man in the twilight. 8+379 p. D c. N. Y., Putnam \$1.90

A story of the northern forests, in which the main characters are the toilers in two great pulp industries, with the hero in one camp and the heroine in the rival camp.

The Dearborn Independent

Jewish influences in American life; v. 3 of the International Jew, the world's foremost problem; being a reprint of a third selection from articles appearing in the Dearborn Independent. 256 p. D [21] Dearborn, Mich., Dearborn Pub. Co. pap. 25 c.

Dingle, Herbert

Relativity for all. 7+72 p. tabs. diagrs. S '22 Bost., Little, Brown \$1

Elles, Gertrude L.

The study of geological maps. 13+74 p. il. pls. maps (1 fold.) tabs. diagrs. O (Cambridge geol. ser.) [21] N. Y., Macmillan \$4

England; by an overseas Englishman. 7+272 p. facsm. D '22 Bost., Houghton Mifflin \$2

A study and indictment of some of the forces now at work in the British Empire. The author, a distinguished Colonial, states that the leadership in politics, in the Army and Navy, etc., has passed out of the hands of Englishmen.

Everard, Frances

A daughter of the sands. 310 p. D c. N. Y., Dodd, Mead \$1.75

The story of Saada Medene, reputed to be of Arabian blood, and her English fiancé, Lance Rainsford; Lance's decision between an inheritance and Saada is coincident with the appearance of the real hero.

Faure, Elie

History of art; medieval art; tr. from the French by Walter Pach; il. by photographs selected by the author. 21+433 p. front. il. pls. O c. N. Y., Harper \$7.50

Fowler, Alfred

Practical radio text-book. 96 p. il. tabs. diagrs. D c. Kansas City, Mo., Schooley Stat'y & Pr. Co., 718 Delaware St. \$1.25

Burgess, Paul S.

Studies on a drained marsh soil unproductive for peas. various paging (3½ p. bibl.) tabs., diagrs. O (Univ. of Cal. Pubs. in Agric'l Sciences; v. 4, no. 11, June, '22) Berkeley, Cal., Univ. of Cal. pap. 65 c.

Carnegie Library of Pittsburgh

Technical book review index. 124 p. O (Technology Dept. of the Carnegie Lib. of Pittsburgh; v. 6, no. 1) '22 Pittsburgh, Pa., Carnegie Lib. pap. 15 c.

Carter, Edna

The vacuum spark spectra of the metals, 3 p. pls. O (Contrib's from the Mount Wilson Observatory, no. 219) '22 Wash., D. C., Carnegie Inst. pap. apply

Clark, George Huntington

Mica deposits of Alabama. 115 p. il., pls., tabs., figs., map O (Geolog'l Survey of Alabama, bull. no. 24) '21 University, Ala. pap. apply

Dodge, Charles Keene

Miscellaneous papers on the botany of Michigan; pub. as a part of the Annual report of the Board of geological survey for 1920. 234 p. fronts. (por., fold. map) O (Mich. Geolog'l and biolog'l Survey; pub. 31; biolog'l ser.) '21 Lansing, Mich., Wynkoop Hallenbeck Crawford Co. apply

Ford, Harry Pringle

The deacon and his office. 31 p. S '21 Phil., Westminster Press pap. 15 c.

France, Anatole, pseud. [Jacques-Anatole Thibault]

Count Morin, deputy; tr. by J. Lewis May; il. with woodcuts by Henri Barthélemy. 69 p. il. O '21 N. Y., John Lane \$2

The story of how the Deputy lost the election, his invalid daughter and irresponsible wife.

Marguerite; tr. from the French by J. Lewis May; with 29 original woodcuts by Siméon. 75 p. il. O '21 N. Y., John Lane \$2

A short story of an old statesman and the little daughter of the woman he loved.

Fraser, Cedric

M'lord o' the White Road. 319 p. D c. N. Y., Appleton \$2

An English story of swords and duels, a conspiracy against lovely Lady Gloria Clayville, and love triumphant.

Galloway, Thomas Walton

Biology of sex; for parents and teachers; rev. ed. 13+149 p. il. figs. D [c. '13-'22] Bost., Heath \$1.24

Giddings, Franklin Henry

Studies in the theory of human society. 6+308 p. D ['22] N. Y., Macmillan \$3

Ginsberg, Morris

The psychology of society. 16+174 p. (2 p. bibl.) D [n. d.] N. Y., Dutton \$2.50

Deals with recent theories which seek to explain social structure and function in terms of instinct; the nature of will and reason, tradition, custom, etc.

Givler, Robert Chenault

Psychology; the science of human behavior. 382 p. front. il. pls. diags. D c. N. Y., Harper \$3

Gras, Norman Scott Brien

An introduction to economic history. 23+350 p. (bibl.) maps. diags. O (Harper's historical ser.) c. N. Y., Harper \$2.50

A survey of the five fundamental stages of economic development, culminating in what the author believes is the dominant type to-day—metropolitan economy.

Grey, Zane

The day of the beast. 351 p. D [c. '22] N. Y., Harper \$2

A love story of post-war conditions.

Gruener, Hippolyte

Chemistry; the science of matter and its

changes. 384 p. front. (por.) il. pls. tabs. diags. D c. N. Y., Harper \$3

Hamilton, L. F., and Simpson, S. G.

Calculations of quantitative chemical analysis. 200 p. D (International Chemical ser.) '22 N. Y., McGraw-Hill \$2

Handbook for Bible students. 509 p. D [c. '22] Tacoma Park, Wash., D. C., Review & Herald Pub. Co. \$2, lea. \$3

Hardy, Thomas

Late lyrics and earlier; with many other verses. 24+288 p. D c. '22 N. Y., Macmillan \$2.50

Harrison, Jane Ellen

Epilegomena to the study of Greek religion. 40 p. D ['21] N. Y., Macmillan 75 c.

Holland, Rupert Sargent

Lafayette; for young Americans. 356 p. front. (por.) il. pls. D [c. '22] Phil., Jacobs \$1.75

A narrative story of the adventurous career of Lafayette. Part of the material has already appeared in the author's earlier book, "Lafayette, We Come."

Holt, Arthur Erasmus

Social work in the churches; a study in the practice of fellowship; prepared for the Educational committee of the Commission on the church and social service of the Federal council of the Churches of Christ in America. 131 p. tabs. O [c. '22] Bost., Pilgrim Press 60 c.

Howard, John Raymond

Poems of heroism in American life. 18+353 p. front. D [c. '22] N. Y., Crowell \$1.75

Hugo, Victor Marie, comte

Les misérables; tr. from the French by Isabel F. Hapgood; complete in 1 v. 4+268+205+305+246 p. O [c. '87-'15] N. Y., Crowell \$2

Hutchinson, Vere

Sea wrack. 322 p. D c. N. Y., Century \$1.75

An English love story, in which a farmer's two adopted boys are the main characters and the sea is the arbiter of fate.

Georgia, State of

1922 supplement to Park's annotated code of state of Georgia 1914; embracing amendments and additions made by the general assembly at the regular sessions of 1915-'21, inclusive, and at the extraordinary sessions of 1915 and '17; together with complete annotations from the judicial decisions contained in v. 140-149 Georgia reports, 13-24 Georgia appeals reports, 213-272 federal reporter, and 231-254 U. S. supreme court reports; v. 8, 9, 10, 11, by Harry B. Skillman. v. 8. 17+803 p. v. 9. 9+803 p. O ['22] Atlanta, Ga., Harrison Co. buck. \$40 set

Gore, Mrs. John A.

Some mother's girl; a word of encouragement. 121 p. il. D [c. '21] Phil., [Author], 1532 Euclid Ave. pap. 75 c.

Hibbard, Clarence Addison

Studies in Southern literature; a program for Women's clubs. 40 p. O (Univ. Ext. Div.; v. 1, no.

12; Apr. 1, '22) Chapel Hill, U. C., Univ. of North Carolina pap. apply

Holt, Ernest G.

Annotated list of the Avery bird collection in The Alabama Museum of Natural History; (Geological Survey Museum). 142 p. front. (por.) O (Mus. paper no. 4) '21 University, Ala., Museum of Natural History pap. apply

Hopkins, L. Thomas

The marking system of the college entrance examination board. 15 p. (1 p. bibl.) tabs., figs. O (Harvard monographs in education; ser. 1, no. 2, whole no. 2, Oct. '21) Cambridge 38, Mass., Graduate School of Education, Harvard Univ. pap. 40 c.

Houghton, Frederick

The archeology of the Genesee country. various paging il., pls. O (Researches and Transactions of the N. Y. State Archeolog'l Assn.; v. 3, no. 2). Rochester, N. Y., N. Y. State Archeolog'l Assn., Lewis H. Morgan Chapter pap. \$1

Johnson, Gertrude Elizabeth

Dialects for oral interpretation; selections and discussion. 10+308 p. (2 p. bibl.) D c. N. Y., Century \$1.75

A source-book of dialect material, suitable for program numbers and for study, with remarks on interpretation; the authors include Robert Burns, Joel Chandler Harris, W. H. Drummond, Moira O'Neill, etc.

Kimble, Ernest J.

Vocational vocabularies for stenographers and court reporters; compiled from actual work, for the use of schools, colleges, teachers, civil service examinations, students, etc.; 2nd ed., rev. and enl.; covers 190 different types of business, and contains 90,000 words. 262 p. D c. San Francisco, Cal. [Author], 332 Pine St. \$2.50

Krauss, E. A. W., D.D., and Schmidt, C. C., D.D., eds.

Kirchenagende fuer ev.-luth. gemeinden. 6+329 p. O ['22] St. Louis, Mo., Concordia Pub. House \$2-\$5

Kyne, Peter Bernard

Cappy Ricks retires; but that doesn't keep him from coming back stronger than ever; il. by T. D. Skidmore. 442 p. front. D c. N. Y., Cosmopolitan Bk. Corp. \$2

Another story of "Cappy Ricks," who decides to retire from business, but the romance of the sea and his adventures call him back into harness stronger than ever.

Laing, Janet

Wintergreen; a tale of the reconstruction. 303 p. D c. N. Y., Century \$1.75

A love story of tears and laughter, of Wintergreen, the canny and lovable elderly Scotch woman, who has determined to become a housekeeper, and how she cleverly manages the lives of two modern young couples.

Locks, Gladys Edson

The red cavalier; or, The Twin Turrets mystery, with front. in col. from a painting by Charles E. Barnes. 372 p. col. front. D ['22] Bost., Page Co. \$1.90

Lombardi, Cynthia

At sight of gold. 8+341 p. D c. N. Y., Appleton \$2

A story of romantic passion that moves between a little Italian pension and New York's society and operatic life, showing that mere wealth does not make a firm foundation for happiness.

Major, Clare Tree

The story of Benjamin Franklin. 181 p. front. (por.) il. pls. facsm. D (Famous Americans for young readers) N. Y., Barse & Hopkins \$1

Marinoni, Antonio, and Cheskis, J. I.

Veinticinco episodios bíblicos. 73 p. S (Spanish ser.) ['22] N. Y., Macmillan 60 c.

Marshall, Edison

The sky line of spruce; with front. by Douglas Duer. 322 p. front. D c. Bost., Little, Brown \$1.75

A story of the Canadian Northwest, in which Ben Darby, a hero of the World War, in order to avenge the murder of his friend by "Neilson's gang," abducts Neilson's daughter, Beatrice.

Mesick, Jane Louise

The English traveller in America; 1785-1835 370 p. (5½ p. bibl.) O (Columbia Univ. studies in English and comparative literature) c. N. Y., Lemcke & Buechner \$2.50

Milburn, Lucy McDowell

The classic of spiritism. 226 p. D [c. '22] N. Y., Dacrow Corp., 347 5th Ave. \$2

Shows that the Bible is the masterpiece of psychic literature.

Moore, Phil. H.

With gun and rod in Canada. 11+260 p. front. il. pls. O '22 Bost., Houghton Mifflin \$4

Mullins, Isla May Hawley [Mrs. E. Y. Mullins]

Uncle Mary; a novel for young or old; with front. in col. from a painting by Gene Pressler; other il. from drawings by John Gross. 329 p. col. front. pls. D ['22] Bost., Page Co. \$1.75

Nordmann, Charles

Einstein and the universe; a popular exposition of the famous theory; tr. by Joseph McCabe; with a preface by the Viscount Haldane. 16+240 p. O c. N. Y., Holt \$2.50

Omar Kháyyám

Rubáiyát of Omar Kháyyám; the astronomer poet of Persia; rendered into English verse by Edward Fitzgerald; complete ed. showing variants in the five original printings. 5+262 p. (1½ p. bibl.) front. (por.) D [c. '21] N. Y., Crowell \$1.75

Outdoor stories retold from St. Nicholas.

178 p. front. il. pls. D c. N. Y., Century \$1.25

Fourteen stories, including: The Silver Cup; The Fish that took the medal; Peggy's Possum Hunt; How Queela Hunted the Hawk's Bill; The Black Hero of the Ranges.

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The Catholic encyclopedia. Supplement 1, v. 17. 786 p. (12½ p. bibl.) O [c. '22] N. Y., Encyclopedia Press, 119 West 57th St. \$7.50 up

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No. 11. Mitosis in endamoeba dysenteriae in the bone marrow in arthritis deformans. No. 12. Endamoeba dysenteriae in the lymph glands of man in Hodgkin's diseases; by [authors and Luther M. Boyers.] various pagings (½ p. bibl.) il., figs. O (Univ. of Cal. pubs. in zoology; v. 20, nos. 11 and 12; Apr. 21, '22) Berkeley, Cal., Univ. of California pap. 25 c.

League of nations. Société des nations

Handbook of international organizations; (Asso-

ciations, bureaus, committees, etc.); repertoire des organizations internationales; (Associations, bureaux, commissions, etc.); Genève, 1921. 167 p. O '21 Bost., World Peace Foundation, 40 Mt. Vernon St. pap. apply

Lingle, Walter L., D.D.

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The Pilgrim; a review of Christian politics and religion. 486 p. O (Pub. quarterly; v. 2, no. 4, July, 1922) N. Y., Longmans, Green pap. 85 c.

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Rare Books, Autographs and Prints

WILLIAM II, it is said, wrote his reminiscences entirely in long hand. This thrilling news is given to the world by Dr. Begdan Krieger, who has been house librarian for thirty years at the Kaiser's old home in Berlin.

The collection of letters written by Robert Louis Stevenson to his cousin, Robert Alan Mowbray Stevenson, the painter and art critic, and including the original manuscript of "Monmouth," the play, and two essays, "Keats and Shelley," and "Nights Outside the Wick Mail," recently sold at Sotheby's in London, were, with the exception of a single item, all bought by Gabriel Wells of this city.

A First Edition Club has lately been established in London at 17 Pall Mall East. Its secretary says: "It is a mistake to assume that the preference for first editions is due to their market value: obviously the truth is vice versa, the market value reflecting an intrinsic worth. To understand this, one must seek to find therein the peculiar virtue of a first edition, and the more one comes to know books, the more explicit will be the answer."

What is supposedly the oldest deed to claim attention at the Register's Office in Brooklyn was recently received for recording. It was dated September 7, 1747, and bears the seal of the British Empire, the title running from Wilhelms Stoothoff to the Dutch Reformed Church of Flatlands. This deed is being recorded to clear a title. It bears names well known in early

Brooklyn history, such as those of Major Gerrit Soothoof, Col. Thomas Willett, Capt. John Van Duyckhuys and Capt. Elbert Stoothoof.

One of the interesting international friendships of the last century was that between the English poet and politician, Richard Monckton Milnes and Varnhagen von Ense, German biographer and friend of Carlyle. During the period between 1844 and 1854 the two men were in constant correspondence, exchanging views on matters social, political and literary. A bundle of letters addressed to Varnhagen by Milnes was discovered in 1915 in the Berlin Königliche Bibliothek by Dr. Walter Fischer, who has now published them thru the firm of Carl Winter in Heidelberg with an introduction and annotations.

The Laurentian Library, founded in 1418 by Cosimo de Medici, has for years been in a deplorably congested condition. Its head librarian, Dr. Guido Biagi, has for many years been studying the means to make it serve the Italian public as the British Museum does that of Great Britain, and has finally succeeded in having nine additional rooms opened, in which is to be housed a permanent exhibition of treasures of the library hitherto so huddled together as to be useless for all but scholars. The exhibition is to be known as "Il Museo Laurenziano del Libro e della Miniatura."

The leading article in *The Bookman's Journal and Print Collector* for August is "The Bookworm's Apologia," by Walter Menzies, in which

he sets forth the booklover's point of view. Another feature is a discussion of the publishing of juvenilia, especially in relation to the Stevenson material included for the first time in the new Vailima edition of his work. Wilfred G. Partington, the editor, considers Mr. Pennell's estimate of Rembrandt and Whistler. Mr. Salaman introduces to print collectors the etchings of Edmund Blampied; Gordon Tell tells of the frustrated friendships of Keats and Shelley, and there are many other shorter articles together with the usual well filled departments. *The Bookman's Journal* is filling its place as an international magazine for collectors with increasing efficiency as the months go by.

At the sale of various consignments including the property of the late Horace W. Sanders at Sotheby's in London this month, the great attraction was the appearance of a copy of one of the rarest of Shelley items, a pamphlet of only sixteen leaves, the "Posthumous Fragments of Margaret Nicholson," Oxford, 1810, an unbound, uncut, and unopened copy and probably unique in this condition. Five other copies are known, only one of which has ever appeared before in the records of book auction sales, the Forman copy which brought \$6,750 at Anderson's in 1920. This copy brought £1,210 and is said to have been bought by a New York dealer. Nothing was said of the previous history of the copy and this is one of the little romances of the sales room. It belonged to the late Baroness Burdett-Coutts, and got hidden and unrecognized in a bundle of music and other things in one of the sales of last spring of the Baroness's literary property. This bundle was knocked down to a London bookseller for less than £1, and was then passed on, apparently without proper examination, to another bookseller for £10. It was this second owner of the bundle who found he had drawn a prize of great value.

W. & R. Chamber of Edinburgh will publish a volume in the autumn that all Stevenson collectors will want. It will bear the title, "I Can Remember Robert Louis Stevenson." The book will be edited by Miss Rosaline Masson, for the benefit of the Robert Louis Stevenson Club. It will embody a collection of personal reminiscences contributed by living persons who can remember him. It will contain one or two portraits of special interest. The contributions are of different lengths and kinds; and, numbering about a hundred, they are from old school fellows, some with recollections of the child Stevenson as far back as the fifties; many old Edinburgh friends and associates, among them fellow members of the Scottish Bar; relatives of R. L. S.; literary friends; those who met him in this country in later years, and those who met

him and knew him in Samoa. The contributions have been written especially for the book, with the exception of a few selections from lately published books or articles chosen because they were personal reminiscences. Among these is an extract from "Robert Louis Stevenson," by the late Lord Cuthrie, the chief initiator of the Robert Louis Stevenson Club.

A correspondent of the London *Times* writes: "The Dickens Fellowship of which Sir Frederick Macmillan was recently elected president for the ensuing year, has now added to its good work of helping to keep the great novelist's memory green by acquiring the freehold of No. 48 Doughty Street, Mecklenburg Square, with a view to preserving it as a Dickens shrine in London. Next year, when the Fellowship comes of age, it will celebrate the event by endowing the house as a Dickens landmark and equipping it as a library, gallery and museum. Dickens's tenancy of the house in question lasted from March, 1837, to the end of 1839. It is the only one of his many London residences which still remains structurally intact and unchanged in every way. There it was that the greater part of "Pickwick" and "Nicholas Nickleby," and the whole of "Oliver Twist" were written. B. W. Matz, the founder of the Fellowship, has in his possession the original letter inviting Samuel Lover, the author of "Handy Andy," to celebrate the publication of "Pickwick." Written from Doughty Street it runs: "Write me a line offhand like a decent Irishman (if there be such a thing), and say you'll come." Here it was also that the novelist's daughters, Mary and Kate, were born, and the greatest grief of his life befell him in the death of his beautiful sister-in-law, Mary Hogarth, who inspired the character of Agnes Wickfield in "David Copperfield." Her death at No. 48 probably occasioned Dickens's decision to leave it.

F. M. H.

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 Mystery of 31 New Inn.
 To M. L. G., Anon., pub. 1909.
 Stewardship of Faith, K. Lake.
 Irish Wit and Humor.
 Dona Perfecta English trans.
 Unknown Mexico.
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 Oregon Pioneer Assn. Trans., 1873-1915.
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 School Life, Jan. 1, 1921.
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Victor, Mrs. O. J., Off with Old Love.
Whitford, C. B., Modern Breaking Setters, etc., 1906.
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Stuart, Freeman, etc., 6 pp., 1911.

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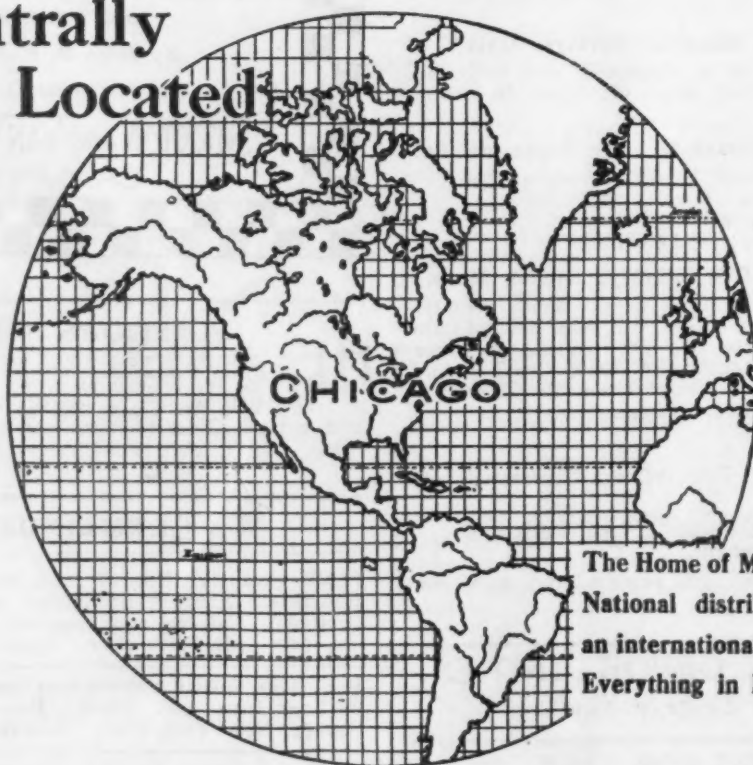
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